

Message Text

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PAGE 01 DOUALA 00370 110826Z

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ACTION COME-00

INFO OCT-01 AF-08 EB-07 ISO-00 /016 W
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P 110635Z AUG 76
FM AMCONSUL DOUALA
TO SECSTATE WASHDC PRIORITY 1261
INFO AMEMBASSY YAOUNDE

UNCLAS DOUALA 0370

E.O. 11652: N/A

TAGS: BEXP, CM

SUBJECT: FOREIGN BUYERS PROGRAM

FOR DEPT. OF COMMERCE

JUST RECEIVED NOTICE THAT DANIEL M. IYOK, MANAGING DIRECTOR OF SAMCO ENTERPRISES OF VICTORIA, CAMEROON, IS MAKING BUSINESS TRIP TO U.S. HAS EXPRESSED INTEREST IN MANY AREAS, THREE OF WHICH REQUEST COMMERCE ASSISTANCE. FIRSTLY, INTERESTED IN PURCHASING SURPLUS BAILEY BRIDGES, A TYPE OF PREFABRICATED BRIDGE, FROM THE USG. SECONDLY, HE WANTS TO TALK WITH WANG LABORATORIES INC., 836 NORTH STREET, TEWKSBURY, MA., 01876, A COMPUTER SYSTEM FIRM. THIRDLY, WOULD LIKE TO CONTACT AGENT OF MOBILE MAN. CO., OF TROUTPALE ORE., TO BUY CHAIN SAWS.

ITINERARY AS FOLLOWS:

ARRIVE NEW YORK 12 AUG PAN AM FLIGHT 187
ARRIVE WASHINGTON 13 AUG NO FLIGHT SCHEDULE YET
LEAVE WASHINGTON FOR NEW YORK 14 AUG
LEAVE NEW YORK FOR SAN ANTONIO, TEXAS 16 AUG
RETURN TO NEW YORK 19 AUG
LEAVE NEW YORK FOR FRANKFURT GERMANY 23 AUG

PLANS TO MEET WITH FOLLOWING FIRMS:

IN NEW YORK: CONSTRUCTION MISSIONARY CO. TO BUY DRAINAGE
PUMPS AND CEMENT MIXERS.

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INGERSOL INTERNATIONAL TO BUY STONE DRILLING

EQUIPMENT AND COMPRESSORS.

IN WASHDC: COMBINED AGENCIES CORP., THE COMPANY S MAJOR
SUPPLIER FOR HEAVY MACHINERY PARTS.

IN SAN ANTONIO: INGRAM MANUFACTURING CO. TO BUY ROAD CONSTRUCTION
ROLLER AND SPARE PARTS.

MR. IYOK HAS EXPRESSED WILLINGNESS TO PROLONG STAY IN
WASHINGTON IF NECESSARY.

SAMCO ENTERPRISES WAS SUBJECT OF RECENT TELEGRAM, REF:DOUALA 341,
AND OF WTDR DONE IN 1974. SINCE TIME OF WTDR LIQUID ASSETS HAVE
GROWN FROM 3 MILLION CFA TO 15 MILLIONS CFA WITH TOTAL ASSETS OF
APPROXIMATELY 100 MILLIONS CFA. FIRMS SALES VOLUME HAS
APPROXIMATE DOUBLED IN THE TWO INTERVENING YEARS TO 34 MILLIONS
CFA. RECOMMENDED AS A GOOD TRADE CONTACT. 15-20 MILLIONS CFA
POSSIBLE PURCHASES.
HALL

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Margaret P. Grafeld
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